

Niehaus News

May 2003

Volume 42, Issue 5

NIEHAUS
Companies

Karran
USA

- Vincennes IN

Big Buck
BUILDING CENTER
It's how you do the job!

- Robinson, IL
- Terre Haute, IN

NIEHAUS
HOME CENTER
1023 Main St. Vincennes, IN

- Vincennes, IN

WBM

- Vincennes, IN
- St. Louis, MO
- Nashville, TN

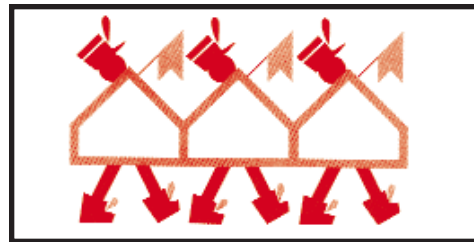
NIEHAUS
HOME CENTER

- Vincennes, IN

Vincennes Area Builders Association 2003 PARADE OF HOMES

A tour of Vincennes' eleven newest custom-built homes. May 10th - 18th

The Builders Association has been hosting the Parade of Homes since 1989. This Parade represents the 8th Home Tour. There are eleven new homes represented in this year's new home tour. The purpose of the bi-annual Parade of Homes is to showcase the work of some of the area's finest



builders. The builders are happy to discuss their parade home or any of their designs, as well as any plans you might have in mind.

Many of these homes feature some of the newest products, designs and amenities offered in the builders market.

Niehaus Home Center is proud to have been a major supplier of materials for most of these Parade Homes. Some of the key products used were: Aristokraft Kitchen and Bath Cabinetry, Roseburg Engineered Lumber, Andersen Windows, Crestline Windows, Therma-Tru doors, GAF Roofing, Floor Coverings, Karran Sinks and much more.

We would like to salute all the builders and the Vincennes Area Builders Association for all the time and effort that goes into making a Parade of Homes successful.

So whether you are looking for a new home or dreaming for the future, now is an excellent time to see what is available in new home construction.

Parade of Homes
May 10 through May 18

Saturday & Sunday 1-5 PM
Monday - Friday 5-8 PM

BUILDERS

Bud Piper Construction (2)

Sievers Construction (1)

C.T. Parrott Construction (1)

Greg Edgin Construction (1)

Vincennes University Building
Technology (2)

Eisenhut Construction (2)

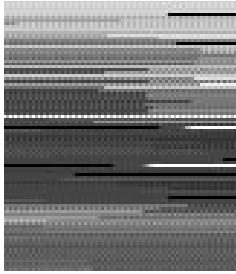
Andy Barmes Construction (1)

Habitat (1)



Niehaus Companies
1933 - 2003

Splinters by Bernie Niehaus Chairman of the Board



The Next 70 Years

In celebrating our 70th Anniversary this year I have written a lot about the past. It seems like just yesterday when we were unloading box cars of lumber and sweeping up mounds of sawdust from the big planer in our old mill - it seems almost unbelievable from that small lumber yard on Main Street with eleven employees has now grown to over 180 employees in five states.

I anticipate a very bright future for our family business over the next 70 years. Most of this anticipated growth will come from the distribution of our three core products in the five states. These products are Aristokraft Cabinets, Engineered Lumber and Therma Tru Entrance Doors. Being in Vincennes we are strategically located just three to four hours from four major metro markets: Indianapolis, St. Louis, Louisville and Nashville, Tennessee. These major markets will give us unlimited growth for the future.

Besides distributing to our traditional independent dealers, we have been asked to distribute these products to some of the national and regional chains in this five state market. Home Depot Expo's in St. Louis and Nashville, eleven Lowes stores in this area and several 84 Lumber's and Carter Lumber's are some of these chain stores we will be selling.

Another new Niehaus Company, Karran U.S.A., also has a bright future for our family business. Karran is the name of a line of sinks made of solid acrylic material similar to Corian. Niehaus Companies became the national importer a little over 2 years ago and is promoting the line nation wide. Several large distributors have been set up across the country. Sales were up 50% last year, and for the first four months of this year, up 72%.

I am really looking forward to the next several years watching the family business grow. It has been very rewarding to work with my three sons and see the enthusiasm and energy I had 40 years ago.

"I anticipate a very bright future for our family business"

Bernie

MY FAMILY IS A LIGHTHOUSE

My dad is the base - so big, so strong to hold us up.

My mom is the color - so beautiful, wearing white and black clothes.

My sister (Julia) is the keeper - she's being the boss, Miss Know It All - making sure everything is busy.

My brother (Alec) is the beacon - sitting around, waiting for something to happen so he can go flash . . flash.



My brother (Kevin) is the glass around the beacon - so cute, small and shining.

I am the whole structure - keeping our family happy.

Brennan Niehaus Pratt.

Brennan is the grandson of Bernie and Patty Niehaus. He is a 4th grade student in Hickory, North Carolina.

Dear Lord

So far today, I'm doing all right.

I have not gossiped, lost my temper, been greedy, grumpy, nasty, selfish, or self-indulgent. I have not whined, complained, cursed, or eaten any chocolate. I have charged nothing on my credit card.



But I will be getting out of bed in a minute, and I think that I will really need your help then.

One night about 10 p.m., I answered the phone and heard, "Dad, we want to stay out late. Is that okay?" "Sure," I answered, "as long as you called.." When I hung up, my wife asked who was on the phone. "One of the boys," I replied. "I gave them permission to stay out late." "Not our boys" said my wife. "They are both downstairs in the basement."

By Lawrence.M.Weisberg

"In politics, if you want anything said, ask a man; if you want anything done, ask a woman."

Margaret Thatcher

"Behind every successful man is a surprised woman."

Marion Pearson

Birthdays

In May the following employees will be celebrating their birthday!

Lorie Hanson	May 6
Lisa Ridgeway	May 6
Trina Wulfert	May 12
Mary K. Edgin	May 16
Connie Lockhart	May 16
Roy Roach	May 19
Doug Mikiska	May 24
Alyson Piper	May 24
Brant Cardinal	May 26
Danny Harrington	May 27
Judy Detty	May 28
Tracy Catt	May 29
Don Mendenhall	May 29

Happy Birthday!

Anniversaries

May will mark the anniversary date of employment with our company for the following employees.

Larry Kellams	24 Years
Eric Feagley	9 Years
Fred Robinson	5 Years
Don Kirby	5 Years
Kim Terry	5 Years
Michael Gromley	3 Years
Chris Hamilton	3 Years
Darryl Frame	3 Years
Donna Stephenson	1 Year

Congratulations!

Niehaus News

This newsletter is the official publication of events and activities of Niehaus Home Center, Wholesale Building Materials (Vincennes, St. Louis, and Nashville), Big Buck Building Centers (Terre Haute & Robinson) and is published 12 times per year.

Editor/Photographer/Writer:
Sherry Cummins, Advertising Manager,
Niehaus Home Center

New Employees

We want to welcome the following new employees to our company.

Brian Zellers - Niehaus Home Center
Robert Neal - WBM, Vincennes
Walker Osborn - WBM, Nashville
Damon Nielson - Niehaus Home Center

Welcome!

Our Sympathy

to

Betty Tuttle
on the recent loss of her
husband.

And

Lorrie Hansen
on the loss of her
father.

*May you both find comfort in
knowing that others care and
share your sorrow.*



Want to build your own home?
Well, in each package of Boasties
you'll find a brick. . . .

Coffee Break Humor

The only time the world beats a path to your door is when you are in the bathroom.

It used to be only death and taxes were inevitable. Now, of course there is shipping and handling, too.

My next house will have no kitchen - just vending machines and a large trash can.

A blonde said, "I was worried that my mechanic might try to rip me off. I was relieved when he told me all I needed was turn signal fluid."

Transvestite: A guy who likes to eat, drink and be Mary.

My mind works like lightning. One brilliant flash and it's gone.

As we slide down the banister of life, may the splinters never point the wrong way.

Definition of a teenager? God's punishment for enjoying sex.

My neighbor was bit by a stray rabid dog. I went to see how he was and found him writing frantically on a piece of paper. I told him rabies could be cured and he didn't have to worry about a Will. He said "Will? What Will? I'm making a list of the people I want to bite."

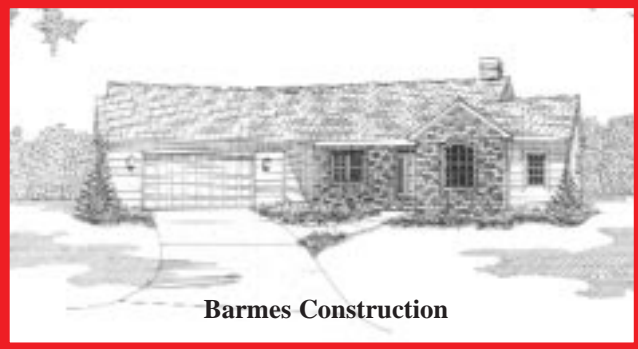
The difference between the Pope and your boss . . . the Pope only expects you to kiss his ring.

Niehaus News

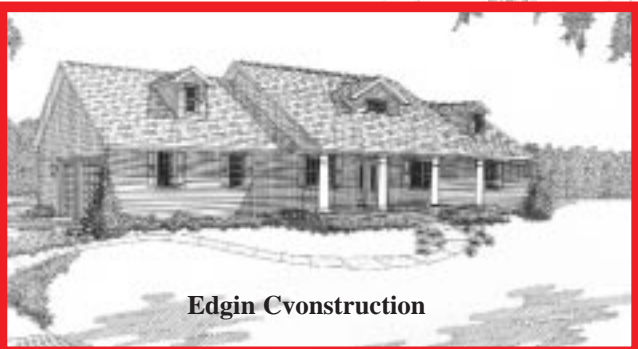
If you know of anyone who would like to receive a copy of our monthly Newsletter, please give us a call and we would be happy to add them to our mailing list. 812-882-2710

If you have a comment on our Newsletter, please e-mail us at bniehaus@niehausinc.com

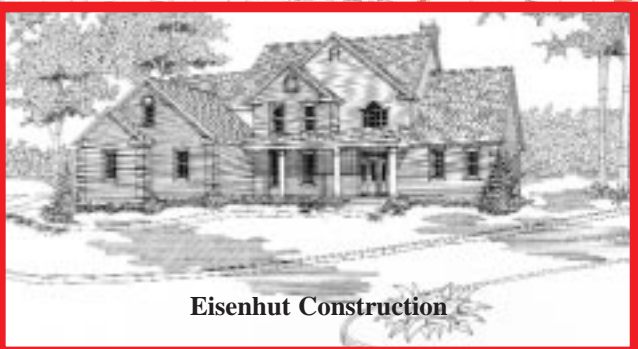
We Salute the Home Builders



Barnes Construction



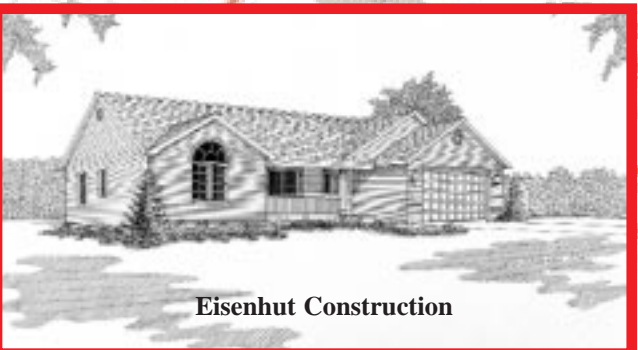
Edgin Cvonstruction



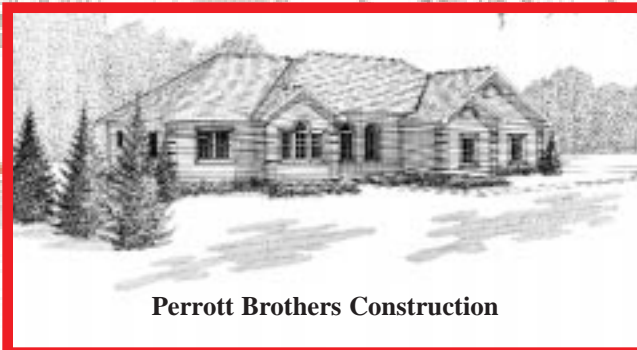
Eisenhut Construction



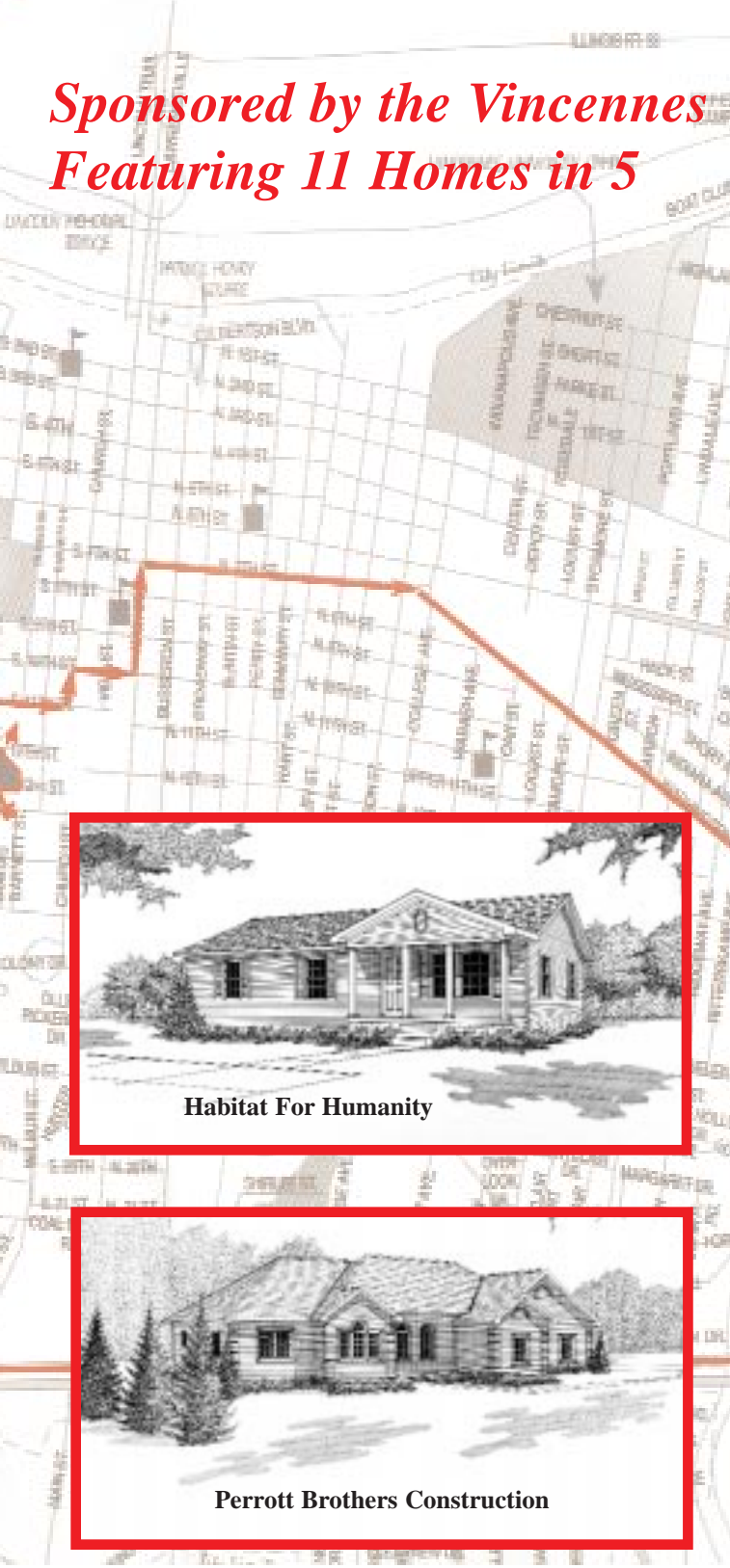
Habitat For Humanity



Eisenhut Construction



Perrott Brothers Construction



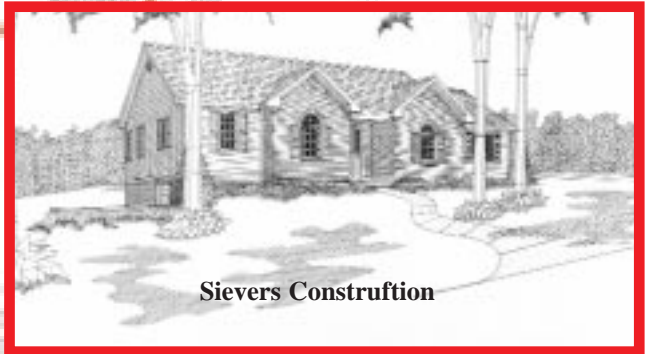
*Sponsored by the Vincennes
Featuring 11 Homes in 5*

2003 Parade of Homes

Home Association Outstanding Locations



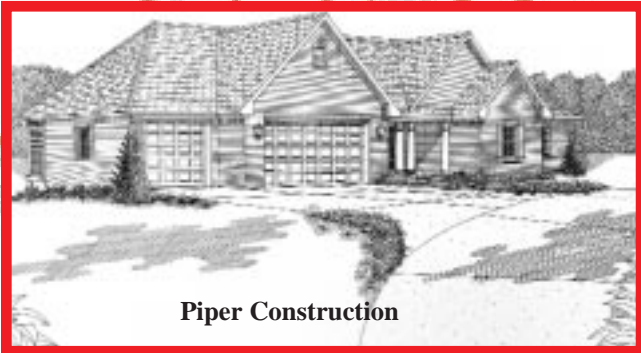
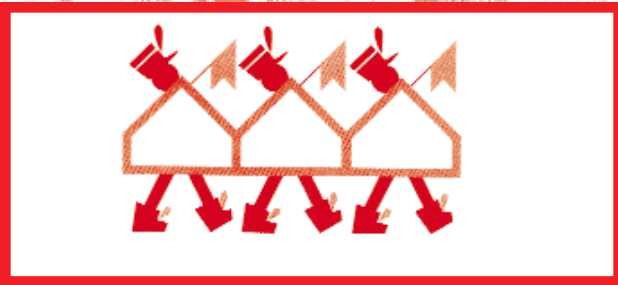
Piper Construction



Sievers Construction



V.U Construction Technology



Piper Construction



V.U Construction Technology



Guardian Fiberglass Insulation

Cost Effective and Energy Efficient



UltraFit. . . the ultimate in home insulation

The UltraFit wall system is unique in that it combines UltraFit, specially designed fiberglass insulation, with an inorganic water-activated powder adhesive. This is sprayed into the wall cavity forming a seamless blanket of insulation in sidewalls. Because the system creates a monolithic seal in all the sidewalls, it significantly reduces costly voids and air gaps.

Fiberglass Batts

Guardian Fiberglass insulation batts are still available and provide cost effective insulation against heat and cold.

For installation and more information call **812-466-1923**

Karran USA Makes Debut At National Kitchen & Bath Show



Mark Webster, Todd Donovan, Linda Kruse, Paul Martin, Garry Owen, Chaz Clary and Eric Niehaus pose for a photo before the show begins.

Karran USA, Niehaus Companies' latest company within a company, hit the road last week and made a big splash at the National Bath Show in Orlando, Florida.

Karran is the name of a line of sinks made of a solid acrylic material similar to Corian. Niehaus Companies became the National Importer a little over 2 years ago and is promoting the line nation wide. To promote on such a large scale is no easy task. An impressive display has to be built, crated, shipped to the show site, set up and staffed for the duration of the show.

To enforce the professionalism of the show presentation, a professional spokesmodel was hired. Linda Kruse has represented companies in over 300 plus tradeshows worldwide. She has represented companies like: Ford, Philips, Canon, IBM, Lexar Media, Concerto, Panasonic and many more. She did a super job representing our line of Karran sinks and tubs. Over 400 new leads are now ready to be pursued.



Linda Kruse - Professional Spokesperson

Those who attended were; Bernie Niehaus, Eric Niehaus, Paul Martin, Todd Donovan, Mark Webster, Chaz Clary and Gary Owen.



Prospective new customers stop at the Karran booth at the Orlando show to ask questions and talk with the sales representatives. The show was visited by dealers from all over the U.S. Below: Two views of the booth taken before show time.



EVERGRAIN Composite Decking



Beat Nature's Best



- Deep woodgrain appearance
- 10 year warranty
- 3 colors in stock: Cedar, Redwood, Gray
- Maintenance free

6" x 12 Ft.

2" x 4" x 16 Ft.

6" x 16 Ft.

2" x 6" x 16 Ft.

6" x 20 Ft.

Balusters



1110 Ft. Harrison Rd
Terre Haute, IN



1023 Main St.
Vincennes, IN



501 S. Howard St.
Robinson, IL

Vinyl WIDOWS



Weatherlok offers advantages you won't get from "just any vinyl." They install easier, work better, last longer, and provide even more air-tight efficiency. No wonder they're backed by a limited lifetime warranty.

- Remodeler series or new construction.
- Unique PPG Intercept glass system to boost thermal performance.
- All-welded construction.
- Pre-punched nailing fins.
- Window come in a wide range of designs, and glass options.

Bet You Didn't Know.....

The world's largest orchid species collection is found at Ball State University in Muncie, Indiana.

The first regulated speed limit on Indiana roads was initiated in 1924. 20 - 25 mph!

The city of Gary, Indiana was built on fill brought from the bottom of Lake Michigan through suction pipes.

There are only two Adams fireplaces in the United States. One is in the White House and the other is in the Diner Home in Indiana.

Josie Orr, wife of former Indiana Governor Robert Orr, flew bombers and cargo planes during World War II.

The career of Dorothy Lamour (famous for the Crosby-Hope Road Movies) was launched in Indianapolis.

Wabash, Indiana was the first electrified city in the U.S.

The world's first transistor radio was made in Indianapolis.

Elkhart, Indiana is the band capital of the World.

The main station of the Underground Railroad was in Fountain County, Indiana.

La Porte County is the only county in America having 2 functioning Courthouses.

Crawfordsville, Indiana (Montgomery County) is the only site in the World where Crinoids are found.

St. Meinrad Archabbey is located in Spencer county and is one of only 2 archabbey's in the U.S. and seven in the world. (Abbey Press is an operation of the arch abbey.)

Red Skelton was born in Vincennes Indiana.

You can't ship wine to Indiana. (???????) So how does it get here?????)

Oprah Winfrey built her residence in Indiana.

John Mellencamp is a Hoosier and resides in Bloomington.

90% of the world's popcorn is grown in Indiana.

The birthplace of the automobile, pneumatic rubber tire, the aluminum casting process, stainless steel and the first push-button car radio was in Kokomo, Indiana.

Strange Facts

During your lifetime, you'll eat about 60,000 pounds of food, that's the weight of about 6 elephants!

The first product to have a bar code was Wrigley's gum.

There are more plastic flamingos in the U.S., than real ones.

A sneeze travels out of your mouth at over 100 m.p.h.

Lightning strikes about 6,000 times per minute on this planet!

There wasn't a single pony in the Pony Express, just horses.

More Monopoly money is printed in a year, than real money printed throughout the world.

Q is the only letter in the alphabet that does not appear in the name of any of the United States.

Chewing gum while peeling onions will keep you from crying.

Happy Mother's Day



"Happy Mother's Day" means more Than have a happy day. Within those words lie lots of things We never get to say. It means I love you first of all, Then thanks for all you do. It means you mean a lot to me, And that I honor you.

But most of all, I guess it means That I am thinking of Your happiness on this, your day, With pleasure and with love.

THE TRUTH OF BBQ

Barbeque - It's the only type of cooking a "real" man will do. When a man volunteers to do such cooking, the following chain of events is put into motion.

1. The woman goes to the store.
2. The woman fixes the salad, vegetables and dessert.
3. The woman prepares the meat for cooking, places it on a tray along with the necessary cooking utensils, and takes it to the man, who is lounging beside the grill, drinking a beer.
4. The man places the meat on the grill.
5. The woman goes inside to set the table and check the vegetables.
6. The woman comes out to tell the man that the meat is burning.
7. The man takes the meat off the grill and hands it to the woman.
8. The woman prepares the plates and brings them to the table.
9. After eating, the woman clears the table and does the dishes.
10. The man asks the woman if she enjoyed "her night off", and upon seeing her annoyed reaction concludes that there's just no pleasing some women.

ROSEBURG
FOREST PRODUCTS

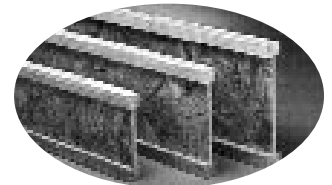


Meet our professional engineered lumber design team: Eric Feagley, John Harrison and Clete Yochum

Engineered Lumber. Changing the way we build.

RFP's engineered to make the job easier.

- Easy to specify
- Design flexibility
- Light weight
- Quality assured
- Simple to install
- Dimensionally stable
- Web holes
- Resource friendly



RIDGILAM LVL Headers & Beams

- A better alternative than traditional solid sawn lumber pieces.
- A stronger, stiffer, more consistent and predictable building material.



Experience. The Difference!!!!

Employees In Profile



Doug Laycock - is the new Yard Foreman at the Big Buck store in Terre Haute. As yard foreman, he has many responsibilities. He oversees the shipping and receiving, inventory control in the yard, special orders coming and going out and much more.

Prior to coming to Big Buck, he had worked at Wollahan Lumber, spent 8-1/2 years in the US Army in the Supply and Transport Division. He was born and grew up in Terre Haute. He is a graduate of South Vigo High School. He completed several training courses while he was in the service.

Doug and his wife, Cheri, have four children. Shauna is 23, Rebecca is 20, Douglas Ray is 18, and John is 12. They reside in Prairie Creek. He says he likes to go mushroom hunting when they are in season, but spends most of his time with his kids and their sporting events. Doug commented that he really likes his new job at Big Buck, and that everyone is friendly and helpful - like no other place he has ever worked before. We, as a company, welcome him and wish him well in his new position.



Steve Gerdeman - is our featured employee at the St. Louis branch of Wholesale Building Materials. He is a salesman and calls on contractor builders in the area. His primary account is Taylor-Morley, St. Louis' largest home builder. His job is to make proposals to the builders on new kitchen and bath cabinetry, and counter tops for their housing project.

Steve was born and grew up in St. Charles. He graduated from St. Charles West High School, attended Columbia University, where he studied Business. His work experience includes 2 years employment with American Cabinet Company as a salesman, 2 years with K & R Wood Products as Production/Distribution Manager and Sales Manager for H-Q in St. Louis.

He and his wife, Kristine have two children. Ryan is 13 and Alaina is 8 months old. Steve likes sports, fishing and spending time with his family.



Mike Montgomery - works at Wholesale Building Materials in Vincennes. He is in charge of the operational portion of the WBM Engineered Wood Products program and helps manage and organize the huge EWP inventory. One of Mike's many tasks is to cut and prepare orders for job-site delivery.

Mike has been with WBM since last August. His work experience before coming to WBM includes working at Vincennes Steel, and nine years at Fishel construction in Muncie, Indiana. He was born and grew up in the Vincennes area. He is a graduate of South Knox High School.

Mike and his wife, Laura, have three children. Kaylin is 14, Cory is 12 and Emily is 10. They reside in Vincennes. Mike says he likes fishing, but finds most of his time goes for the children's sports - chauffeuring them to and from their practices and events.



Britni Goldman - is our selected employee from Niehaus Home Center for this month. Britni has been with our company for two years. She is a cashier, but helps out in other areas whenever the extra help is needed.

Britni was born and grew up in Vincennes. She is single and lives with her parents. She is a graduate of South Knox High School and is attending Vincennes University. She is a Certified Nurse's Assistant and is working toward a degree in Nursing. Before coming to our company, she had worked at Montana Mike's, McDonald's and the Harmony Society.

The family is in the process of selling their home and looking forward to building a new one this Spring. She says she likes reading, bowling, playing volleyball, hanging out with her friends and spending time with Andy - her significant other.

Aristokraft

KITCHEN & BATH

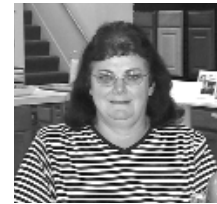
Experience. The Difference. For professional assistance - see the pros at one of our three locations.



Kathy McCreary - Designer
Niehaus Home Center



Ginger Welton - Designer
Niehaus Home Center



Sue Fox - Designer
Niehaus Home Center



Donna Bishop - Designer
Niehaus Home Center



Becky Taylor - Designer
Big Buck, Robinson



Mary Beth Robinson - Designer
Big Buck, Terre Haute

When you choose Aristokraft, you're choosing beautiful, quality cabinets that you'll appreciate for years

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Big Buck, Robinson
618-544-2138

Big Buck, Terre Haute
812-466-1050

Niehaus News

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